

## WAR TALKS STIR TRADE DRUMMERS AT ASTOR DINNER

Gerard, Borah and Colby Urge  
Far Western Travellers to  
Spread Propaganda of U.S.

The Far Western Travellers' Association met last night at the Astor Hotel for a merry good time. They had the good time all right, but before the banquet was over the dignitaries and their guests were in a very serious frame of mind. Among the speakers they had invited to distribute the goods from the date were former Ambassador James W. Gerard and Senator Borah of Idaho. The two speakers reminded the thousand commercial travellers that there is a war on in which this country is very much interested, and that there is an impression that the war has to be won by this very same country.

Tim Healy, who used to be the President of the association, and who is now an assistant to Mr. Hoover in Washington in a conservation way, was responsible for the entertainment of the hosts and their guests. And Tim, as usual, pulled a lot of surprises. Tim is a wonder at that sort of business. He and Jack Howland of the Billmore, working in double harness, have known Mr. Hoover where it is possible to have more food than is generally eaten in an average sized family. The reason they are still both alive is that the average sized family hasn't yet got onto their curves or learned their addresses.

And there was Wild Bill Lyon, "Cyclone Bill" of Cripple Creek—and the less said about Bill the better, for Bill is a man quite capable of doing his own talking. Suffice it to say that Bill is a wild, and a white, in Denver, is some zoosoo. Bill knows everybody in Colorado, and nearly everybody in New York, now knows Bill. The drummers who travel out of the metropolis to far-away cities and towns of the West and Middle West are some pumpkins when they get back to the old home town. And they not only know how to give a banquet, but they know how to dress it.

### OLD GLORY'S COLORS AND WAR MUSIC THERE.

The big banquet hall of the Astor Hotel was alive in its best regalia. So well was it adorned with the American colors that it reminded one who has just returned from France

## New York Drummers of Trade Through Far West Who Cheered War Speeches at Their Astor Banquet



of the fact that there are a lot of our boys over there. The colors were in evidence everywhere, and at each end of the table a small flag shook its folds out to the breeze with an electric fan behind it. And in one of the upper galleries a band was playing all the tunes which have been composed in honor of the war.

There was lots to eat and a few things to drink, and there was an atmosphere of "God Love You" all through the night. The menu was discussed with cheerfulness and a forgetfulness of Mr. Hoover. The drummers were at their best in the land of joy, and that their best stories can't be repeated here is the fault of the censor. L. B. Bernstein, President of the Far Western Travellers, was the toastmaster. He made a pretty little talk and then introduced Herbert Hayward Scope of The Evening World, who told the boys a lot about Washington and a whole lot about the war.

Then Bainbridge Colby, who recently returned from "over there" and who is a member of the Shipping

Board, told the assembled hosts that we've got to build ships faster than the U. S. boats can sink them. It wasn't a matter that was up to the Shipping Board alone, he told them. It was a matter which is up to the whole United States. He said that there are the shipyards in operation in the country, and that if every man connected with them does his duty, there can't be the slightest doubt of the result.

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And Mr. Colby said another good

thing which had its weight. He told the most assembled heads that they could spread the propaganda of this country throughout the land in their pockets. And he told them tell every word that great as is the prestige of President Wilson in this, his own country, it was still greater abroad.

Formal Ambassador Gerard was greeted with cheers, three times three, when introduced, and the safety of the roof was threatened when he told the people it was their duty to back the President in everything he stood for. He said that he had lost the art of making after dinner speeches since he left Germany.

"You know how the Germans have prospered in this country," said the Ambassador, "and you know how the lot of them are repaying us. They won't add to make their salt at home and they have advanced to high positions in this country. And they have taken advantage of the positions to which they have been here to stab us in the back. We have been too decent with them. My advice would be to give them back their wooden shoes and send them home. They would all the time, but they squeal hardest when they are going home. Let them squeal. The Kaiser said to me that he didn't think we would awake to the realization of what we were doing until after two wars. I told him that after the war we would demand an accounting from him and that he would then wake up to what it meant to attack a country of this consequence."

### REFERS TO 30TH AS PART OF OUR REPLY TO BERLIN.

"They decided the luck of our nation a great army in this country to wage a war with the perfect German fighting machine. You saw today a regiment which had been created in five months marching down our streets. It gave you an idea of what we have been doing in the short time we have been in this war."

"The Kaiser shook his finger in my face and said to me: 'You Americans had better look out after this war is over.' Now the Kaiser knows who had better look out."

"When the former Ambassador (then) told everybody in the banquet was on his feet with cheers and yells and waving arms. The band crashed out the opening strains of the 'Marseillaise' and the tricolor was broken out from the ceiling. Then the Japanese ensign followed with the national anthem of Japan played by the band."

A message from Jimmy Woods of the St. Francis Hotel in San Francisco was read to the multitude, expressing regret that he could not be there with the bunch and wishing them all kinds of luck, and the reception the message got shook the rafters. This is the first gathering of the Far Western Travellers Mr. Woods has missed and the Travellers love the Woods of the faraway coast.

Senator Borah made the winks, the nod and the rafter ring when he said that there wasn't the equal of President Wilson in the whole world. "I take exception with the senator who said that the Government had broken down in this war," he said. "We have been a peace-loving nation for 120 years, and we didn't believe we would ever come to us again, but as soon as America's rights were invaded and we learned of the brutality of the Germans toward the Belgians, our peace-loving community was transformed into a fighting machine."

"We were forced into this war, and in our preparations it is not to be wondered that mistakes were made. That we are in the war to stay, and we would not permit ourselves for one moment to doubt the result. No real American does doubt the result. We are in this war to win, and we are going to win if it takes every last man of the nation to accomplish that result. It is up to us to win the war, and when America makes up its mind on anything, there is no backing down, there is no stopping us until our goal is won. We will win this war!"

HONEST BOY FINDS STAMPS.

Edwin Bell, twelve, of No. 123 West 123rd street, was in the Hamilton Grange Post Office last Saturday afternoon when he saw some stamps on the floor. They were ten United States postage stamps and Edwin handed them to the postmaster.

## U. S. AGENTS FIND ALL WATER FRONTS LOOSELY GUARDED

N. Y. Harbors Shown at Mercy  
of Flames or Foe—Demand  
Incompetents Be Replaced.

Amazing revelations of laxity on the part of watchmen guarding New York and Brooklyn waterfronts have been made by United States intelligence officers, who have recommended to the Commander of the Department of the East that Federal guards be substituted at once.

Great disasters are likely to occur under the present system, according to the Secret Service men. Not only do watchmen fail to guard property from possible incendiaries, but by pure carelessness they are likely to start fires. And some of them do not even know where to turn in an alarm in case of fire. Here are specific cases:

Recently a police detective in plain clothes, a man assigned to help the Federal agents in water-front protection, decided to test the guard at a South Brooklyn pier, where a vast amount of stores destined for Government use in France was piled up.

The detective was smoking a cigar, which is strictly forbidden on such piers. The watchman did not move from the comfortable spot where he was leaning against a wall. When the detective had satisfied himself that he would not be challenged he approached the watchman and engaged in this conversation:

Watchman—Who are you?  
Detective—I'm the watchman.  
Who are you?  
Detective—I'm investigating. Why didn't you challenge me?

Watchman—Oh, you looked all right to me.  
Detective—What would you do in case of fire?

Watchman—I'd go up the street a ways to the box and turn in an alarm.

Detective—What's that behind you?  
Watchman—I guess it's a new fangled thermometer.

It was a free alarm.  
On another occasion a United States Intelligence Officer hired a working man to carry a large bundle through the water-front district in Brooklyn south of Brooklyn Bridge.

"I want you to carry this bundle and go onto all the piers you can," said the Secret Service man. "Then come back and tell me about it."

The workman carried the bundle onto more than a dozen piers. He was not challenged.

Another investigator, after wandering all over a supposedly guarded pier, found the watchman seated snugly among cotton bales, smoking his pipe and almost asleep.

Underhill, who is assigned to cooperate with the Government, have gone unchallenged through the waterfront districts. It was also learned that any person in military uniform could carry bundles—which are possible incendiary bombs—wherever they like.

The guarding of piers and warehouses is now done by employees of the owners, who were expected to take effective measures to see that the work was properly done. All investigators, Federal and municipal, agree that this system is a failure.

## DECLARE CHARGES IN REYNOLDS LAND CASE OUTLAWED

Lawyers for Seaside Park Plot  
Defendants Call Indictments  
Worthless.

A large array of legal talent, headed by John B. Stanchfield and George Gordon Battle, appeared before Justice Goff in the Criminal Branch of the Supreme Court this morning to ask that the indictments against William H. Reynolds, Frank Bailey, William Greve and Charles A. O'Malley, in connection with the alleged Seaside Park land conspiracy, be thrown aside. The stand taken by the defense was that the statute of limitations had intervened and the indictments were worthless. There is an additional charge of perjury against Reynolds and it was asked that this also be squelched on the same ground.

Attorney Stanchfield opened the argument and quickly signified the stand he would take. He told Justice Goff that the indictments dated back to June 4, 1912, and the date of expiration, under the statute of limitation, was October, 1917. He introduced affidavits in the case of Reynolds, which were made by Joseph H. Whibsey, secretary to Reynolds, J. E. Humber and J. E. Hart, who are in charge of Reynolds' office, and Miss Anne L. Lawler, his personal stenographer. These affidavits were to the effect that during the five years the former Senator had not been out of the State for more than 125 days. With the deduction of this

## ONLY TREATMENT THAT GAVE RELIEF

Suffered Three Years Before  
Finding "Fruit-a-tives"

CENTRAL WHARF, BOSTON, MASS.

"For three years, I was troubled with Constipation, accompanied by Dizziness and Violent Headaches. I took medicines and laxatives, but without permanent relief."

Last October, I heard of "Fruit-a-tives" or Fruit Liver Tablets. I used one box and the results were so pronounced that I bought two dozen boxes.

I continued using "Fruit-a-tives" until the twenty-four boxes were finished, when my physical condition was perfect." JAS. J. ROYALL, 506 a box, 6 for \$2.50, trial size 25c. At all dealers or sent by Fruit-a-tives Limited, Ogdensburg, N. Y.—Adv.

## Alkali Makes Soap Bad For Washing Hair

Most soaps and prepared shampoos contain too much alkali, which is very injurious, as it dries the scalp and makes the hair brittle. The best thing to use is just plain mulled coconut oil, for this is pure and entirely greaseless. It's very cheap, and beats the most expensive soaps or anything else all to pieces. You can get this at any drug store, and a few ounces will last the whole family for months.

Simply moisten the hair with water and rub it in, about a teaspoonful is all that is required. It makes an abundance of rich, creamy lather, cleanses thoroughly and rinses out easily. The hair dries quickly and evenly, and is soft, fresh looking, bright, fluffy, wavy and easy to handle. Besides, it loosens and takes out every particle of dust, dirt and dandruff.—Adv.

The "National's" Outlet Store, 119 W. 24th St., Near 6th Ave.

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and Visit  
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**TOMORROW==Wednesday**

To announce that the National Outlet will have a Dollar Day is one of the best pieces of news that our patrons could wish for.

It is only necessary to let those who have been fortunate enough to attend these sales know the day and they will be there bright and early, for they know from past sales what bargains to expect.

If you have never attended a Dollar Day sale at this store, come tomorrow, prepare yourself for bigger bargains than you ever saw offered for "One Dollar" and we are sure you will never miss another. We picture or describe a few of the items bargained on this Thursday, but you find hundreds of other items on sale that we cannot picture for lack of space. Come early and shop in every department. It is your day to economize.

See To-day's Evening Journal for Further Particulars. The Items Pictured Are Only a Few of the Bargains in This Dollar Day Sale.



Chambray House Dress \$1.00

Georgette Crepe Waists \$1.00

Women's Patent Leather Shoe, Cloth Upper. \$1.00

Misses' Dress Cotton Serge \$1.00

Quantities are limited; the assortment of sizes and colors is not always complete; some merchandise is of past season's style; but everything sold here is a big bargain.

No Mail Orders Are Filled. Store Hours: 9 to 5:30; Saturdays, 8:30 to 1.

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119 to 125 W. 24th St. Bet. 6th and 7th Aves

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## Learning a Useful Profession

**THE YOUNG WOMAN** who learns telephone operating is trained in a profession that not only gives her a sufficient income to make her self-supporting, but also is of a high degree of usefulness to the public she serves.

UNLIKE many other professions open to the young business woman, the student telephone operator is not called upon to pay for her instruction.

ON THE CONTRARY, if she has the necessary qualifications, instruction is given to her free of charge, and in addition, she is paid a good salary during the entire training period.

AFTER SHE COMPLETES HER TRAINING, she is assigned to a light, clean central office, where she works under the best of conditions. Her pay is good, her advancement is rapid, and she is protected by a liberal Benefit Plan.

If you would like to become a telephone operator or are interested in this most attractive profession, telephone, write, or call at our nearest commercial office for a free copy of "An Ideal Occupation for Young Women."



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